cloud computing

move to the cloud easily
and securely with Orange

**Business
Services**

orange™

fuel your **competitive advantage**
with the cloud

cloud computing helps you compete with new global
business rivals by strengthening innovation, delivering
faster time-to-market and reducing infrastructure costs

boost your business agility

10x

faster deployment

the cloud speeds up application
development, testing and
deployment

development	12 weeks	→	3 weeks
testing	11 days	→	3 days
deployment	42 days	→	4 days

guarantee performance and security

69%

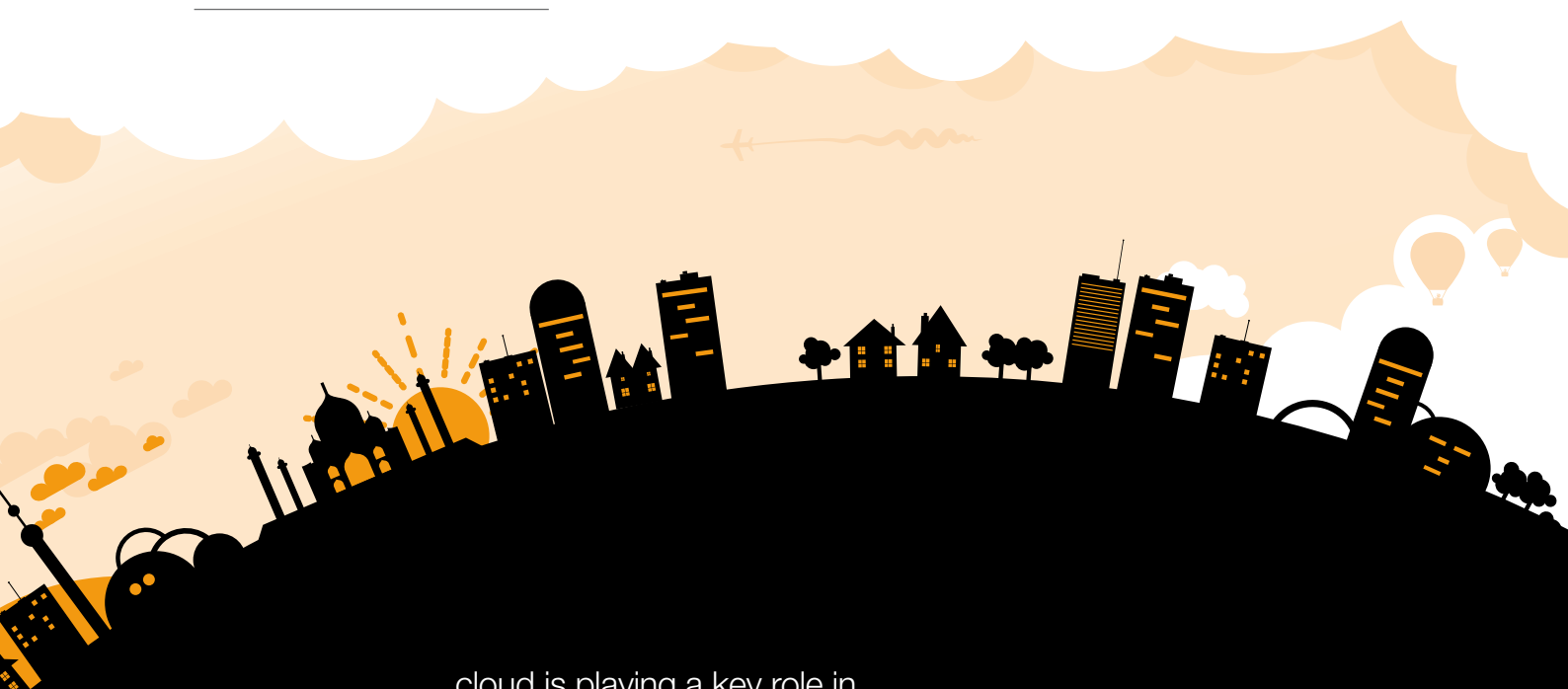security and reliability are
number one priorities

69% of organizations rate either
cloud security or reliability as their
number one priority. They need a
secure cloud infrastructure that
supports their businesses around
the clock

optimize costs and resources

37%

enterprises choose opex

37% of enterprises want an opex
model for IT. eliminate capital
expenditure with the cloud

cloud is playing a key role in
transforming legacy IT and will handle
nearly two-thirds of all workloads by 2016

gaining agility

63%
of business leaders think
the cloud can make their
organizations more agile

taking the next step

98%
of enterprises need
third party assistance
to migrate to the cloud

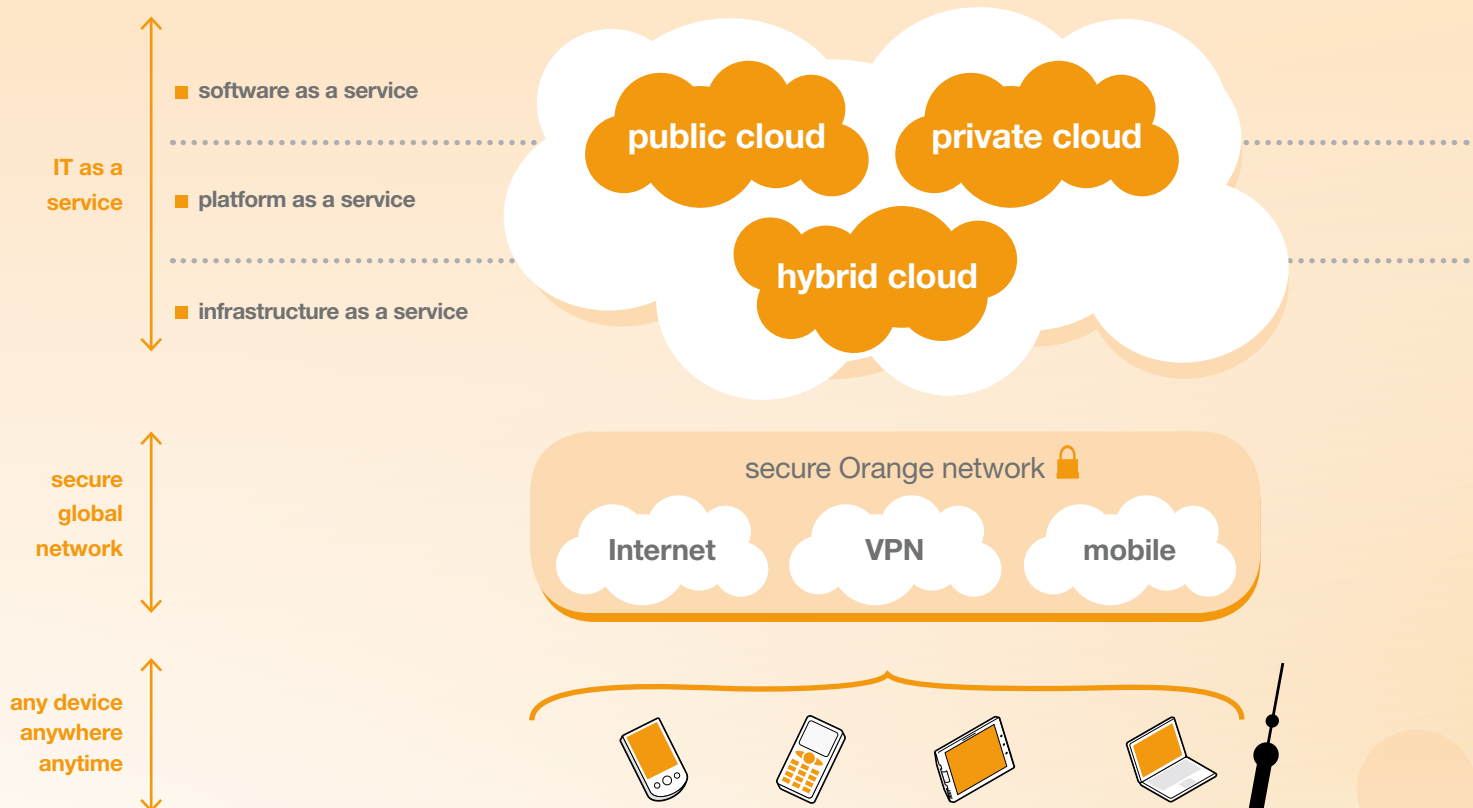Orange can support your cloud transition every step of the way.

do you have **special requirements?**
we can tailor the cloud to fit your needs

Whether you're a large company or a multinational, IT is a key performance driver. Faster, less expensive production is a must in today's market, but you also need to keep innovating to stay competitive and keep your data secure. The cloud can meet all these needs, making your IT resources work for you, giving you the flexibility you need to compete, and keeping your expenses down.

Orange Business Services, a single provider for your IT and communications services in the cloud:
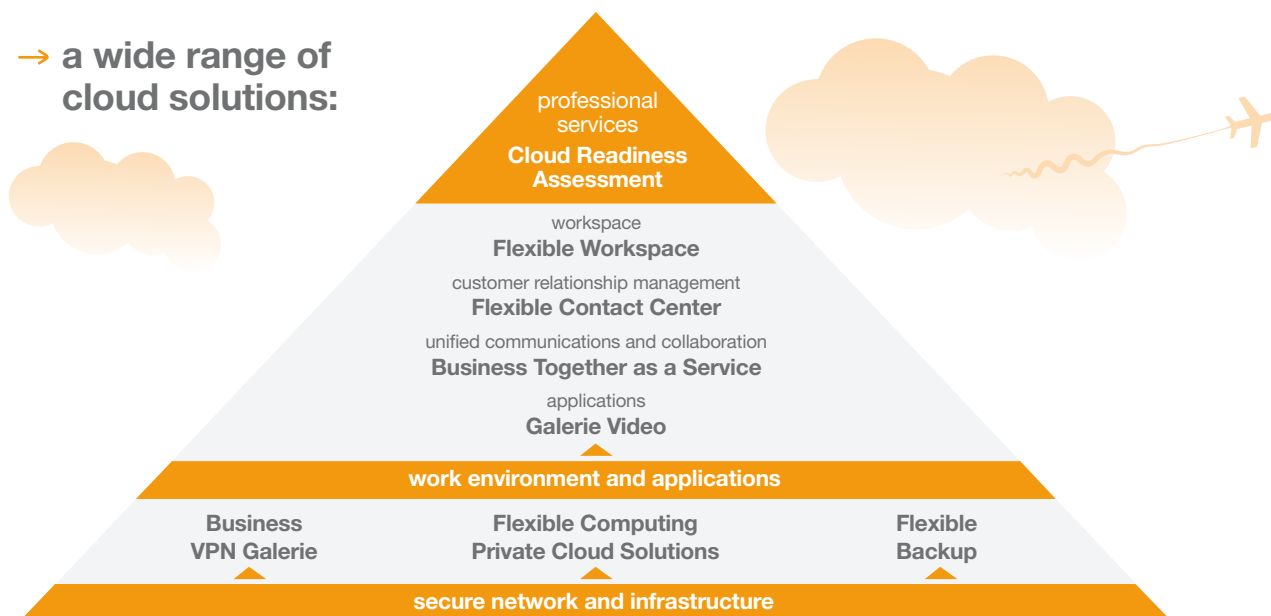
- security built into our products from design through deployment. We protect your data throughout its entire life cycle
- reliable, secure network access to the cloud via your VPN, ensuring service performance and availability levels for end users
- pay-as-you-go billing makes the most of your budget
- international cloud infrastructure
- end-to-end support for your IT transformation project: assess, design, build and run

→ **choose your cloud model**

IT as a service
- software as a service
- platform as a service
- infrastructure as a service

public cloud   **private cloud**

hybrid cloud

secure global network

secure Orange network 🔒

Internet   **VPN**   **mobile**

any device anywhere anytime

communications, business applications, workspace environment…bring **all your information systems** over to the cloud

→ **a wide range of cloud solutions:**

professional
services
Cloud Readiness Assessment

workspace
Flexible Workspace

customer relationship management
Flexible Contact Center

unified communications and collaboration
Business Together as a Service

applications
Galerie Video

work environment and applications

Business VPN Galerie

Flexible Computing Private Cloud Solutions

Flexible Backup

secure network and infrastructure

examples of real-world enterprise solutions

These clients have all successfully migrated to Orange Business Service cloud computing:

increase business agility and reduce costs

a major Chinese pharmaceuticals group selling dieting and wellness products online worldwide chose the **Flexible Computing Express** solution, letting it quickly set up a purchasing site in a variety of languages, which grew its international turnover and reduced its data center costs by 50%

offer a global catalog of IT infrastructure services

a multi-billion dollar luxury goods company leverages the Orange **Private Cloud** to service its global market and manage over 50 brands while reducing time to market

centralize and consolidate electronic money flows

a French leading home decor distributor reduced checkout waiting times, migrated to a multi-channel electronic payments model and facilitated the rollout of its new stores using the Orange cloud-ready networking solution, **Business VPN Galerie**. Its payment system is now more efficient and customer satisfaction is up

run core business applications in the cloud

Tereos, an agro-industrial group specializing in processing sugar and **cereals** has migrated Lotus Notes and SAP to Orange **Private Cloud** thanks to stringent business-centric SLAs from infrastructure to application, delivering performance and availability end to end

focus internal IT resources on strategic projects

Proservia, a major professional services and temporary employment agency belonging to the Manpower Group, freed up internal IT resources to focus on strategic projects by exploiting the **Flexible Computing Premium** service catalog of infrastructure management services

enhance global collaborative workspaces and cut costs

3M, the consumer and industrial goods market leader, is rolling out our unified-communications-as-a-service solution **Business Together as a Service** for 20,000 employees at 75 sites in 25 countries to increase staff collaboration and productivity and to reduce operational costs per user and per month
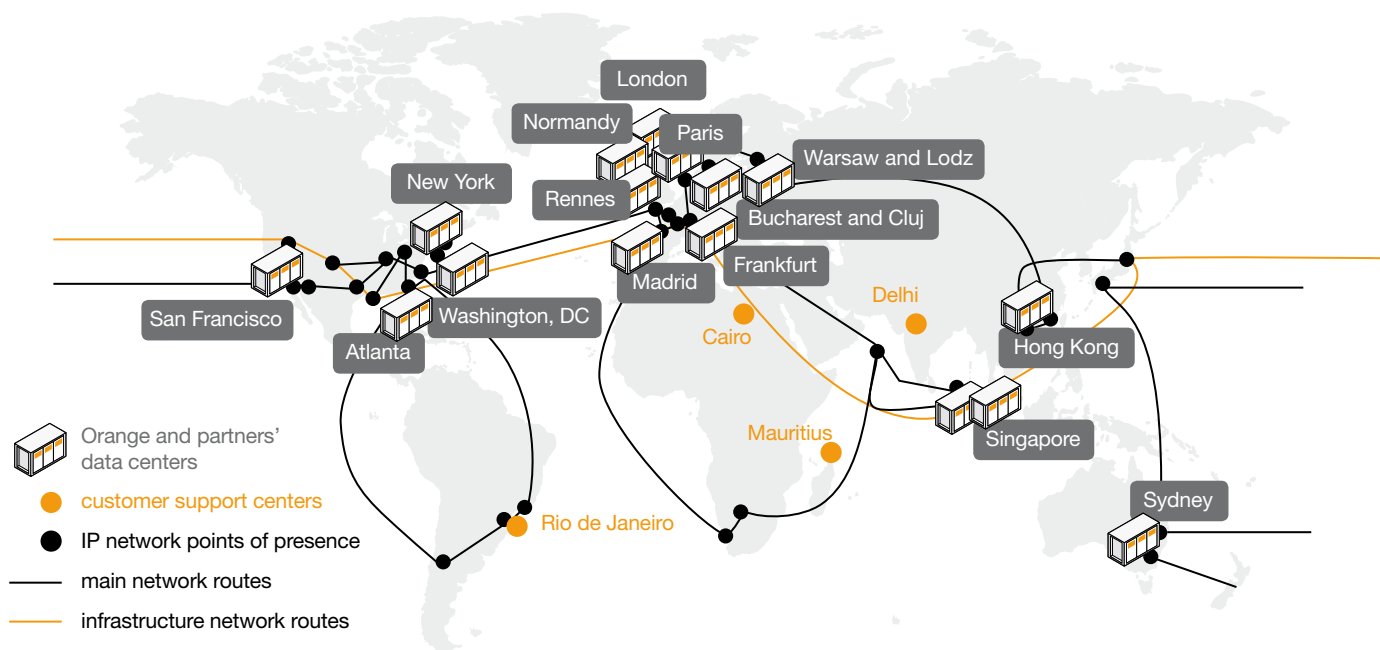
Orange Business Services, your **trusted** IT partner

Orange assets and capabilities

- 60 years of global network management
- 15+ years of managed IT services worldwide
- 24/7 customer support from 5 Major Service Centers + local service
- 21,000 people present in 160 countries
- strong credentials in business continuity; trusted relationships with 3,000 MNCs
- best relationships with key technology partners
- experience in both private and public clouds

→ **we're with you worldwide**

London
Normandy
Paris
Warsaw and Lodz
New York
Rennes
Bucharest and Cluj
San Francisco
Frankfurt
Madrid
Delhi
Cairo
Atlanta
Washington, DC
Hong Kong
Mauritius
Singapore
Sydney
Rio de Janeiro

- Orange and partners' data centers
- customer support centers
- IP network points of presence
- main network routes
- infrastructure network routes

benefit from our experts' know-how

- 2,000 IT specialists
- 400 consultants
- 500 project managers
- 750 service managers
- 150 cloud R&D experts

take advantage of end-to-end support

- complete professional services IS and applications opportunity assessment for moving into the cloud: Cloud Readiness Assessment
- analysis and management of impacts of moving to a cloud model: technical, organizational and change management support
- IT legacy integration support

access the best of the cloud with excellence-based partnerships

- Orange solutions based on hardware and software-leading technologies: Microsoft, Cisco, VMware, HP, NetApp, EMC², BMC Software, etc.
- strategic Go to Market: VMware, NetApp, Cisco and Microsoft
- data center partnerships: SITA, Equinix, NTT Communications, etc.

choose a recognized **leader** in the marketplace

recognized expertise at World Communication Awards 2013

- **Best Global Operator:** seven-time winner
- **Best Cloud Service:** Flexible Contact Center
- **Best Small Business Service:** Le cloud pro

recognized expertise by industry analysts

"Customers can host apps with Orange Business Services based on its pricing and service levels, but benefit from broader infrastructure incorporating additional global resources."

Orange Business Services Accelerates Cloud Development with "Orange Cloud Project" and New IaaS Features, John Marcus, Current Analysis, March 2013

certifications you can trust*

- ISO 9001 for quality management
- ISO 27001 for security management
- ISAE 3402 Type II for reliability assurance of internal controls for services
- ISO 14001 for the environment and Green IT
- ISO 15408 for security criteria (global network)

* certifications vary based on services offered and data centers

to find out more, contact your local account team or visit www.orange-business.com

Business Services **orange**™